



BISNIS/U.S. Commercial Service  
Present:

## OPPORTUNITIES IN RUSSIAN CHEMICAL SECTOR



March 27, 2007  
Washington, D.C.

### BRINGING THE U.S. CHEMICAL SECTOR CLOSER TO THE RUSSIAN MARKET

The event will physically take place in Washington, D.C. but will also be available as a web seminar live via the Internet and a telephone system login. Additional information on login and phone numbers will be made available soon.

**Purpose:** The chemical sector in Russia has been growing steadily since 1998. In addition to the growth in the petrochemical sector linked to the Russia's booming oil & gas sector, other industries such as petrochemicals, resins, plastics, fertilizers, etc. have also been showing healthy upward trends. U.S. businesses have a competitive edge to take advantage of tremendous exporting opportunities in the Russian chemical industry. This webinar aims at helping U.S. exporters of chemical products and chemical equipment manufacturers to identify opportunities and assess the existing challenges.

**Registration:** For registration details, please contact Michael Voronenko at: 202-482-2299, [Michael.Voronenko@mail.doc.gov](mailto:Michael.Voronenko@mail.doc.gov)

**Venue:** Webinar is taking place at The Mezzanine Level, Training Room A, located in Ronald Reagan Building, 1300 Pennsylvania Avenue, NW, Washington, D.C. 20004. It will place online simultaneously.



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### Agenda

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- 2:40 – 3:00 Registration and on-line login
- 3:00 – 3:05 Philip de Leon, Director, BISNIS – Welcoming Remarks
- 3:05 – 3:15 “Overview of the Russian Chemical Industry”  
Speaker: Michael Voronenko, **BISNIS**, International Trade Specialist for the Chemical Industry  
A brief overview of the industry, latest developments, industry drivers and sectors with most potential for attracting investments.
- 3:15 – 3:25 Notes on Projects in Russia from Smaller Company Perspective  
Speaker: Robert Welch, **Trion Specialty Gases**, President and CEO  
Trion Specialty Gases provides high-quality specialty gases to global electronic manufacturers. Founded in 2003 by specialty gas industry veterans and international business professionals, Trion’s team has extensive experience in semi-conductor materials technology, high-tech marketing, international business development and commercial and political intelligence resources. Trion has developed unique partnerships in Russia.
- 3:25 – 3:35 “Financing for Petrochemical Projects in Russia”  
Speaker: David Suratgar, Chairman of the Board of Advisors, **Taylor-DeJongh**  
Taylor-DeJongh is one of the leading international energy and infrastructure project finance advisory firms in the world. Taylor-DeJongh has been ranked # 1 Financial Advisor for the petrochemical industry.
- 3:35 – 3:45 “Dealing with Customs in Russia”  
Speaker: Rick Shannon, President, **AmeRussia Shipping Company**  
AmeRussia, has been engaged in transportation in Russia since 1990 as the General Agent for all 17 Soviet shipping companies.
- 3:45 – 3:55 “Financing Your Chemical Exports to Russia”  
Speaker: Brian Sant Angelo, Business Development Officer, **Export-Import Bank of the United States**  
Notes on Ex-Im Bank’s programs for financing into Russia
- 3:55 – 4:20 Q&A